

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS– Baltimore USEAC

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“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>



March 2006 NEWSLETTER

Edited by Jason Brown

REGISTRATION OPEN!



**May 18-19, 2006
Washington, DC**

With China's accession to the WTO in 2001, the fastest-growing economy in the world offers abundant opportunities to corporations and businesses of all sizes in the West. China is predicted to become the world's second largest economic power by the year 2030. Education is the crucial first step on your journey toward success in developing business relationships with China.

This is a premier conference for American business people serious about the potential of developing the market in China. These conferences will provide you the tools, marketing intelligence and resources you need to thrive in China, from Shanghai to Hong Kong.

No other China business event offers the range of exciting content, speakers, panels and learning opportunities that you'll find at **CHINA: RISK, REWARD AND HOW-TO-WIN. REGISTER AT** <http://www.buyusa.gov/chinabizconference/>

Featured speakers include top U.S. and Chinese Government officials, private sector executives, and business association representatives. In addition, several U.S. Commercial Service officers and staff from our posts throughout China and China specialists from the U.S. Department of Commerce will provide one-on-one business counseling.

THURSDAY, MAY 18

8:30 – 9:00 Opening Remarks

9:15 – 10:45 Breakout Session # 1

- China's Business Regions: Hong Kong, Shanghai and Beijing
- Protecting your Intellectual Property Rights
- Market Prospects for Medical & Biotech
- International Growth: Successful Strategies for CEOs

11:00 – 12:30pm Breakout Session # 2

- Developing a Strategic Plan for China
- Getting Your ROI Out of China: Avoiding Common Financial Pitfalls
- Market Prospects for Technology, Software, & Telecom
- The Regulatory Environment for Medical Devices and Diagnostic Equipment

12:30 – 1:45 Luncheon & Keynote Speaker

**AMBASSADOR ZHOU WENZHONG
PEOPLES REPUBLIC OF CHINA**

2:00 – 3:30 Breakout Session #3

- Know Your Customer: Selling to the Chinese
- China's Compliance Standards & Import Laws
- Market Prospects for Architecture, Construction and Engineering
- Supply Chain Management

**3:45 – 5:00 Executive Panel
China: The Big Picture**

5:00 – 7:00 pm Reception

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FRIDAY MAY, 19

9:00am – 12:00pm

One-on-one counseling by scheduled appointment

Registration deadline for appointments is April 14

Partners and Supporting Organizations



BAKER & DANIELS LLP



China Business Seminar Marketing Partner Opportunities May 18-19, 2006

Reach out to potential customers, business contacts, and Chinese government officials by becoming a Marketing Partner for the upcoming seminar, **China: Risk, Reward and How to Win**. By becoming a marketing partner, your company will be able to make the most of the premiere event on the East Coast focussing on doing business in the world's fastest growing market. Several options are available:

Luncheon - \$20,000 Exclusive

- Company to introduce keynote speaker
- Company CEO to sit at head table
- Company may name one (1) additional guest to sit at head

Luncheon table

- Prominent corporate signage throughout the Conference for its duration
- Two (2) corporate luncheon tables (8ppl each) with corporate signage and preferred placement
- Company promotional items may be distributed to luncheon attendees
- Company logo on back cover of our *China Business Conference Guide*
- Company promotional items may be distributed to Conference attendees with Conference portfolios
- Exhibit booth space with preferred placement
- Five (5) Full Conference passes
- Ten (10) Evening Reception Passes
- Preferred listing in Conference Show Guide
- Weblink on Conference website
- Special mention from podium
- List of Conference attendees

Reception - \$15,000

- Company may provide remarks from the podium during Reception (up to 5 minutes)
- Company may introduce Reception Keynote Speaker(s) during reception
- Company CEO to sit at head luncheon table
- Company logo inside front cover of the *China Business Conference Guide*
- (1) Corporate Luncheon Table (8ppl) with corporate signage and preferred placement
- Exhibit booth
- Ten (5) Full Conference passes
- Twenty (20) Evening Reception passes
- Company logo on back cover of our *China Business Conference Guide*
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from Luncheon podium
- List of Conference attendees

Panel - \$10,000

- Company may provide remarks from Podium during Panel (5 mins.) OR CEO (or appointed executive) to moderate Panel (if applicable) or may serve as Panel participant (if applicable)
- Company briefs all One-on-One Counseling registrants (maximum 12 per city) on third day of conference
- Company CEO to sit at head luncheon table
- One (1) corporate luncheon tables (8ppl each) with corporate signage and preferred placement
- Five (5) Full Conference passes
- Ten (10) Evening Reception Passes
- Company logo inside back cover of the *China Business Conference Guide*
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from Luncheon podium
- List of Conference attendees

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Gold - \$5,000

- Corporate luncheon table (8-10 ppl each) with corporate signage and preferred placement
- Two (2) Full Conference passes
- Ten (10) Evening Reception Passes
- Exhibit booth
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from luncheon podium
- List of Conference attendees

Silver - \$3,500

- Two (2) Full Conference tickets (Evening Reception, Breakfast, Luncheon, Workshops, Panel).
- Five (5) Evening Reception admission passes
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from luncheon podium
- List of Conference attendees

Bronze - \$1,000

- Two (2) full conference admission passes
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from luncheon podium
- List of Conference attendees

To be a local marketing partner for the conference in Washington, DC, please contact Bill Burwell at 410-962-3097 or Bill.Burwell@mail.doc.gov.



The 10th Annual Maryland International Leadership Awards

March 30, 2006

To register visit:

<https://www.wtci.org/events/leadership2006/registration.htm>

Celebrating its 10th anniversary, the Maryland International Business Leadership Awards event has become a must-attend for the "who's who" of Maryland's international business community, drawing over 75 CEO's and Presidents, and 400 area business leaders. Phillips Foods has prepared a mouthwatering menu. Attendees will also enjoy networking, and Latin music.

An evening highlight will be the awards presentation. Governor Ehrlich will present the Governor's International Leadership Award to the Honorable Helen Delich Bentley. The night will also feature the presentation of International Business Leadership awards to seven Maryland companies.



DBED International Trade Week, Baltimore

April 3-7, 2006

To register, visit:

www.emarketingmd.org/io/intlweek.asp

Contact: International Operations, DBED, 410-767-0685

Maryland companies interested in expanding their export activities are invited to explore business opportunities with Department of Business and Economic Development (DBED) International Operations staff during International Trade Week, April 3rd through 7th, 2006. DBED trade and investment representatives from Maryland's eleven offices in nine countries—**Mexico, Brazil, Western Europe, Israel, South Africa, India, Southeast Asia, China and Taiwan**—will meet with interested businesses to discuss market entry and expansion strategies, growing sales through exporting and DBED assistance programs. To register for International Trade Week, visit www.emarketingmd.org/io/intlweek.asp.

Baltimore USEAC/SBA's Deborah Conrad in *Inc. Magazine*

The Baltimore USEAC's own Deborah Conrad, Senior International Credit Officer for the Small Business Administration, recently appeared in the February 2006 issue of *Inc. Magazine*.



In a segment titled "Who loves you in D.C. (and who doesn't)," author Clay Risen wrote, "Based in the U.S. Export Assistance Center in Baltimore, Conrad, a former bank executive, works to provide companies with the necessary credit to trade overseas. 'Exporting is a steep learning curve,' she says. 'My job is to help small businesses structure a deal to get it financed.'

Conrad, who covers companies located in the Mid-Atlantic States for the agency, also encourages lenders to work with small exporters by extending loan guarantees. She says her proudest accomplishment has been negotiating a co-guarantee plan with the Export-Import Bank that allows SBA to provide higher loan guarantees. Conrad is an 'unsung hero,' says Trevor Gunn, an international trade expert formerly with the Department

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of Commerce. ‘You don’t often see the level of commitment and expertise she has.’”

Gold Key and ICP Services in Libya!

Effective April 1, 2006, the U.S. Commercial Service office in Egypt will offer a limited Gold Key and International Company Profile services through contractors in Libya.

The Gold Key Matchmaking service will offer appointments with prospective trade partners in key industry sectors; briefing with Economic and Political Officers at the U.S. Liaison office to assist in developing appropriate follow-up strategies; interpreter and car; and help with travel and accommodations.

The International Company Profile Service will offer a detailed background on a prospective sales representative or partner; a listing of the company’s senior management; main business activities and product/service lines; banking and financial information (An ICP is not a credit report and, therefore may not contain the detailed financial information that is obtainable from mercantile credit agencies. However, reliable basic financial information is included in the report.); insight on whether the prospective partner can meet your needs – trading experience, market coverage, stature, and business connections in the country; and opinion as to the strength of the company versus its competitors. For more information on either of these services, contact the Baltimore USEAC.

Business Service Provider Spotlight

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace.

This month, in the spotlight is the “Business Consulting” category. Visit the entire Business Service Provider at: <http://www.buyusa.gov/baltimore/bspdirectory.html>

Business Consulting

XGI Consulting Solutions International, LLC, is a Washington, D.C. based international consulting firm with a focus on the Middle East and Africa. The epicenter of its business activities is its office in Kuwait City, Kuwait, where it



represents both United States and Middle Eastern firms seeking commercial and government procurement opportunities in the U.S. and the Middle East.

Contact: STEVEN HILTON, PARTNER
7502 Brickyard Road
Potomac, Maryland 20854
Phone: (202) 429-2034
Email: shilton@xgiconsulting.com
Web: <http://www.xgiconsulting.com>

If your company also offers business services to Maryland companies actively expanding their international sales, then we invite you to apply to be listed. Doing so will enable you to reach thousands of exporters who visit the Baltimore BuyUSA.gov website.

For more information and application instructions, please follow this link to the Baltimore U.S. Export Assistance Center website:
<http://www.BuyUSA.gov/baltimore/bspinformation.html>

Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

Domestic

Banking on Development

March 30, 2006

New Orleans, Louisiana

To register visit: <http://www.wtcno.org/programs>

This is a great chance for your clients to learn how they can work with the Advocacy Center / Commercial Service liaison offices associated with the World Bank, Inter-American Development Bank, Asian Development Bank, African Development Bank, and the European Bank for Reconstruction and Development to:

- Explore opportunities in key sectors;
- Identify potential business that they can pursue through these Multilateral Development Banks; and
- Find out from high-level Asian Development Bank and private sector officials how they can target and win new business.

Each year, these financial institutions extend a combined total of \$40 to \$50 billion in loans, grants, and investments to the public and private sectors for economic and social development abroad. Key sectors include infrastructure development, transportation, environment, information

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technologies, governmental reform, healthcare and nutrition, energy, agriculture and services

Asia Pacific Business Outlook Conference

April 3-4, 2006

Los Angeles, CA

Cost: Early Registration, \$675 (By March 3)

Regular Registration, \$775 (After March 3)

USDOC Registration Code: DOC2006

Contact: For more information <http://www.apbo2006.com>

APBO, hosted by the University of Southern California in Los Angeles, with the full support of the U.S. Commercial Service, is the longest running, most successful regional conference of its kind focusing specifically on Asian markets. This conference has made a difference for U.S. exporters, and has become the premier U.S. commercial trade event focusing on the Asia Pacific region.

APBO 2006 brings the experts closer to you with 14 Senior Commercial Officers from American embassies, consulates and institutes in the following economies: Australia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Philippines, Singapore, Taiwan, Thailand, and Vietnam. They will speak in small-group workshops and be available for private one-on-one consultations with registered APBO participants.

Doing Business in Afghanistan and Central Asia

April 4, 2006

Washington, DC

For more information, please visit: www.aucc.online.com or www.export.gov/afghanistan

Contact: Philip De Leon, Philip_De_Leon@ita.doc.gov

BISNIS, the U.S. Department of Commerce's Afghanistan Reconstruction Task Force and American-Uzbek Chamber of Commerce (www.aucc.online.com)

The event will feature the Ambassadors from Afghanistan, Kyrgyzstan, Tajikistan, and Uzbekistan, as well as representatives of U.S. Department of Commerce, U.S. Department of State, U.S. Trade and Development Agency, Overseas Private Investment Corp., and the Asian Development Bank. U.S. companies will learn about business opportunities in Afghanistan and Central Asia and see how neighboring countries can help the reconstruction effort in Afghanistan.

Financing Deals in Eurasia

April 5, 2006

Washington, DC – Ronald Reagan Building

Contact: Alexander Amdur, Alexander.Amdur@mail.doc.gov

or Chris Christov, Chris.Christov@mail.doc.gov

The Department of Commerce's BISNIS program and the Council for Trade and Economic Cooperation would like to invite you to Financing Deals in Eurasia!

This event will provide U.S. companies with overviews of U.S. government export and project finance, programs for Russia and Eurasia, and perspectives and initiatives of multilateral development banks in the region. There will also be information on private sector financing and examples of how deals are financed.

EU Standards & Regulations Roadshow

April 7, 2005

Millersville, Pennsylvania – Millersville University

Contact: Deborah Doherty, Deborah.Doherty@mail.doc.gov or (717) 221-4510

The U.S. Commercial Service, U.S. Department of Commerce, and the Office of International Affairs, Millersville University, cordially invite you to a unique briefing that will provide you with relevant market intelligence on current and pending EU standards and regulations that affect U.S. exports to the 25 Member States. **SPEAKERS:**

Gwen Lyle, Standards Attaché, United States Mission to the European Union, Brussels.

Intertek Inc. (global leader in testing, inspection, and certification of products)

EU STANDARDS PROGRAM HIGHLIGHTS:

Commercial Update on the European Union Market (25 Member States)

Comprehensive Overview of EU Product Standards and Conformity Assessment

Pressing EU Standards and Regulations that directly affect U.S. exports to the EU

The Bio Industry Initiative (BII) at BIO 2006

April 9-12, 2006

Chicago, Illinois

See: <http://www.biistate.net/docs/bio2006.php>

Contact: Maria Douglass, at EurasiaBio2006@biistate.net

The Bio Industry Initiative (BII) of the U.S. Department of State is sponsoring a 60-member delegation of leading life sciences researchers and bio-entrepreneurs from Russia, Ukraine, Kazakhstan, Azerbaijan, Uzbekistan and Georgia, to attend BIO 2006 (www.bio2006.org), the Annual Meeting of the Biotechnology Industry Organization. The delegation has been organized in cooperation with the International Science and Technology Center, Moscow, (www.istc.ru), the Science and Technology Center of the Ukraine, Kiev, (www.stcu.int) and TEMPO, Moscow, a consortium of Russian biomedical research institutes and companies (www.nptemp.ru).

BII invites representatives of biotechnology and pharmaceutical companies attending BIO 2006 interested in partnership opportunities to:

- Visit the Russia and Eurasia Booth in the BIO2006 Exhibition Hall
- Attend the TEMPO-organized session, "Issues in International Biotechnology Transfer: Russia" during the Doing Business Globally Track on April 11

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- Attend the Russia Seminar organized by the Mid-Atlantic Russian-American Business Council during the International Biotechnology Marketplace on April 9



Volvo Ocean Race Brazil VIP Reception

April 28, 2006

Ram's Head Live!, Baltimore, Maryland

For more information, visit:

<http://www.sos.state.md.us/International/GraelInviteResponse.pdf>

The Secretary of State of Maryland and the Maryland - Rio Sister State Committee invite you to Ram's Head Live! for a VIP reception to meet the crew of Brazil I and other dignitaries during the Maryland stop of the Volvo Ocean Race. Come enjoy an evening of a live Samba show and music from a 12 piece band, and delicious food. All proceeds to benefit the Grael Project, a world-renowned sailing school for the children of Rio de Janeiro.

15th Biennial World Congress on Information Technology

May 1-5, 2006

Austin, Texas

For more information visit: <http://www.wcit2006.org>

The 15th Biennial World Congress on Information Technology (WCIT) will be a dynamic gathering of an estimated 2,000 global IT leaders from business, government and academia. Delegates will include cabinet-level executives, heads of state, ministers of IT, top academics and world-renowned scientists. Delegates will come prepared to discuss IT policy issues, direct the future of technology, and to drive both economic and revenue decisions for their respective organizations.

Food Marketing Institute's Supermarket Convention & Educational Exposition and Reverse Trade Missions from Chile and Korea

May 7-9, 2006

Chicago, Illinois

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

The Food Marketing Institute's Supermarket Convention & Educational Exposition is the largest, most comprehensive event of its kind in the world. It is the premier show for supermarket retailers and wholesalers now offering 5 shows in one location (The FMI Show, Fancy Food Show, U.S. Food Export Showcase, United Produce Expo and Conference, and All Things Organic), over 1000 exhibitors, targeted educational sessions, group incentives, and a worldwide audience. The International Trade Center (ITC) also offers a

wide array of services to make it as easy as possible for international attendees to exchange information with their peers and meet with U.S. suppliers to discuss import/export opportunities.

The Southern U.S. Trade Association (SUSTA) will host reverse trade missions from Chile and Korea to the FMI Show in Chicago, May 7-9, 2006. SUSTA will bring qualified Chilean and Korean buyers to the United States to meet with suppliers, and the Korean buyers will visit two states in the SUSTA region to meet companies. In Chile, the U.S.-Chile Free Trade Agreement has prompted interest in U.S. products and opened opportunities for previously prohibited products, such as red meat, certain fresh fruits, and dairy products. The following imports are in demand in Chile: snack foods, including high energy nutritional snacks for sports; frozen prepared dinner entrees and frozen bread products; dairy products, fresh and frozen, such as yogurt and specialty drinks; processed meats, sardines and tuna; dietetic snacks and candies; baked goods and mixes; sweets, gums and chocolates; and specialty pet foods (other than dry dog food).

For more detailed information about FMI 2006 and other FMI events the official website can be seen below:

<http://www.fmishow.org>

China: Risk, Reward and How to Win!

May 18-19, 2006

Washington, DC

Contact: Contact Bryan Larson, Baltimore USEAC, at 410-962-6896 or Bryan.Larson@mail.doc.gov or register online at <http://www.buyusa.gov/chinabizconference/>



This conference will provide you the tools, marketing intelligence and resources you need to thrive in China, from Beijing to Hong Kong. No other China business event offers the range of exciting content, speakers, panels and learning opportunities. Featured speakers include top U.S. and Chinese Government officials, private sector executives, and business association representatives. In addition, several U.S. Commercial Service officers and staff from our posts throughout China and China specialists from the U.S. Department of Commerce will provide one-on-one business counseling.

The International Franchise Expo

June 2-4, 2006

Washington, DC – Washington Convention Center

For more information visit: www.franchiseexpo.com

The IFE presents attendees with a wide variety of seminars on all aspects of franchising, some of which are targeted

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specifically for international attendees. Many are provided free as part of the cost of admission and others, which are in-depth seminars are accompanied by comprehensive course materials require registration and a fee. MFV Expo, the show organizer, is offering a 50 percent discount on the pre-registration for the in-depth seminars.

International

U.S. Microelectronics Trade Mission

March 20-23, 2006

Shanghai, China

Contact: Marlene Ruffin, Project Manager at 202-482-0570 or Marlene.Ruffin@mail.doc.gov

The U.S. Microelectronics Trade Mission will coincide with the highly acclaimed annual Shanghai exhibition Electronica and Productronica China 2006 – co-located with SEMICON China. An ideal way to establish or maintain a competitive position in China's lucrative market, this mission is open to representatives of U.S. firms specializing in the design, manufacture, and distribution of a range of microelectronics products, including semiconductor devices, IC design, semiconductor manufacturing equipment, clean room equipment, and electronics packaging/interconnects.

Oceanology International 2006

March 21-23, 2006

London, UK

Cost: \$400

Contact: Alexander Amder, Baltimore USEAC, at 410-962-4539 or Alexander.Amder@mail.doc.gov

The U.S. Commercial Service office in London will host a **Product Literature Center (PLC)** in conjunction with the U.S. National Oceanic & Atmospheric Administration (NOAA) at **Oceanology International 2006**, one of the world's largest marine science and ocean technology exhibitions. The Product Literature Center provides a cost-effective way to raise the profile of U.S. companies from a variety of sectors within the UK and Europe.

High Technologies 2006

March 22-23, 2006

Tel Aviv, Israel

Cost: \$400 - \$700

Contact: Bryan Larson, Baltimore USEAC, at 410-962-6896 or Bryan.Larson@mail.doc.gov

The U.S. Commercial Service at the U.S. Embassy in Israel is recruiting American companies for a catalog show at the High Technologies 2006 conference and exhibition. More than 90% of the exhibitors are importers & distributors. The Catalog Show is a low-cost and potentially effective way for U.S. companies to evaluate market potential, gain exposure, and explore business opportunities in Israel. See our website for more information and to register online: <http://www.buyusa.gov/israel/en/hitech.html>

SOFEX '06 – International Special Operations Exhibition & Conference

March 27-30, 2006

Amman, Jordan

Contact: Marketing International Corporation at 703-527-8000 or see the official website of www.sofexjordan.com for information on exhibiting or attending

Over the past 10 years, SOFEX has gained acknowledgement as the premier event of its kind in the Middle East and North Africa. The event brings together small and medium-sized companies and major international manufacturers to meet with the region's defense ministers, chiefs of staff, ministers of interior, senior army commanding generals, law enforcement officials, top government decision makers, and corporate officials. Over 420 exhibitors from 15 countries are expected to participate in 2006, while 10,500 military and business visitors from 23 countries, hundreds of journalists and media personnel, and 15 foreign military delegations with over 200 government and military VIP officials are expected to attend. The event is not open to the public.

Expo USA 2006 – Regional MERCOSUR

March 27-April 4, 2006

Locations: Riberão Preto and Porto Alegre, Brazil

Montevideo, Uruguay & Rosario, Argentina

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

A Multi-State Catalog Exhibition, offers an affordable way for small and mid-sized U.S. firms to gain valuable exposure and business contacts in four markets in Argentina, Brazil, and Uruguay holding clear potential for U.S. products, services, and technology across a broad range of industry sectors. "Expo USA - Region MERCOSUR" in March 2006 will promote U.S. product literature, video presentations, and other audiovisuals to hundreds of business visitors at each location.

Expo Canitec Mexico: CATV Trade Show 2006

March 29-31, 2006

Veracruz, Mexico

For more information visit: www.canitec.org/expo2006

Register with Bethsabé Solis, bsolis@canitec.org

Contact: Juan Prieto, juancarlos.prieto@mail.doc.gov

The Expo Canitec 2006 is the most important trade show and exhibition in Mexico for the Cable TV (CATV) industry, telecommunications, networks and components. Expo Canitec 2006 is the main place where all parties interested in the development, marketing, content, media and business planning in the CATV industry in the country will come together. It is also the perfect place for equipment and software applications vendors to present their products, services and solutions to the growing CATV companies in Mexico.

The U.S. Commercial Service will be supporting you with the USA Pavilion during the show.

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Study USA Kenya 2006

April 7-8, 2006

Kenya, Africa

Contact: Mari Nelson, aeac@accesskenya.com or
CS Mary Masyuko, Mary.Masyuko@mail.doc.gov

A U.S. Embassy-affiliated organization, the American Educational Advising Center in Kenya (AEAC), in collaboration with the Commercial, Public Affairs, and Consular Sections of the U.S. Embassy Nairobi, is organizing a "Study USA Kenya 2006" event scheduled for April 7 - 8, 2006.

We request your assistance in promoting this event to U.S. junior colleges, community colleges, colleges and universities in line with the USDOC mandate to promote U.S. higher education and the recent State Department announcement promoting "open doors" to those wishing to study in the U.S.

Kenya is the leading supplier of students to the U.S. from Africa. It supplies more students than any other African country with an average of 5000 - 7000 students annually. According to the Institute of International Education (IIE), over 7000 Kenyans students spent more than \$12 billion on U.S. education (2002-2003) -- by far surpassing Egypt, South Africa and Nigeria. This makes Kenya a significant contributor to education in the East Africa region and in Africa at large.

Specifically, we invite colleges and universities to:

- Send flyers, banners, posters, and other promotional materials
- Provide hardcopies of catalogs
- Send admissions packets for both undergraduate and graduate study
- Send a representative -- OR designate an alumni or other person in Kenya to promote their institution

An exhibition fee of \$500 will get exhibitors exhibition space with institution name written on the front, table and two chairs, lights and power source.

Another option is for participating institutions to simply send us catalogs and other promotional materials in hardcopy (recommended: 500 copies). No fee will be charged to simply display materials.

Please ask your educational institution contacts to provide AEAC, the event organizer, with confirmation of attendance, admission and promotional materials as well as payment, if applicable, by March 13, 2006. Additional information and a reservation form are contained in the attachment below.

International Dental Exhibition and Meeting 2006 (IDEM)

April 7-9, 2006

Singapore

Contact: Carol Rudman, U.S. Department of Commerce, 202-482-0905 or carol.rudman@mail.doc.gov

U.S. companies showcasing the latest dental products and technology at IDEM 2006 Singapore, can profit from the show's broad international exposure. There will be opportunities to forge new business relationships, tap new resources, and expand exports in the ever-growing Asia-Pacific market. U.S. Department of Commerce Officials have once again included **IDEM 2006** in USDOC's Trade Fair Certification Program and solidly support this premier international dental event in Asia.

Integrated Systems China

April 12-14, 2006

Shanghai, China

For more information visit www.is-china.com.

Contact: CS Lisa Tang, Lisa.Tang@mail.doc.gov

The Commercial Section of the U.S. Consulate in Shanghai is pleased to invite American audiovisual equipment suppliers to participate in Integrated Systems China. The mission of the Commercial Service is to promote the export of American products and services, and we believe that the Chinese audiovisual market holds great promise. China is promoting high definition televisions (HDTV) and digital television channels throughout the country, creating many export opportunities in the audiovisual industry.

Integrated Systems China, with a track record of two years, showcases an extensive array of companies dealing in audiovisual technologies, projection technologies, display equipment, HDTV, data conferencing equipment, etc. The show will be held at the Shanghai Everbright Convention & Exhibition Center.

Bahamas Business Development Seminar and Agent/Distributor Expo

April 20-21, 2006

Nassau, Bahamas

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4581, or Alexander.Amdur@mail.doc.gov

The U.S. Embassy-Nassau, in conjunction with The Bahamas Chamber of Commerce and The Bahamas Development Bank, will sponsor a Business Development Seminar and Agent/Distributor Expo at the Wyndham Cable Beach Resort and Casino on April 20 and 21, 2006.

This event is geared toward American companies interested in the lucrative Bahamian market. The EXPO will showcase company products, and we will arrange one-on-one matchmaker appointments for all companies participating.

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Benefits of doing business and investing in The Bahamas include: a stable, democratic government; relief from corporate and personal income taxes, timely repatriation of profits and approved investment; proximity to the United States; extensive air links through nearby Miami, Ft. Lauderdale and Orlando; well-developed telecommunications links; a good pool of skilled professionals; excellent tourism and conference facilities; and tariff concessions under the Caribbean Basin Economic Recovery Act, Canada's CARIBCAN Program, and the European Union's LOME IV Agreement. The Bahamian dollar is fixed on par with the American dollar and the Bahamian Government is firmly committed to maintaining this exchange rate.

APEC TEL 33

April 23-28, 2006

Calgary, Canada

Contact: Bryan Larson, Baltimore USEAC, at
Bryan.Larson@mail.doc.gov

The mandate of APEC Telecommunications and Information Working Group (TEL) is to improve the telecommunications and information infrastructure in the Asia/Pacific region, and to facilitate effective cooperation, free trade and investment and sustainable development. These meetings are held in the Asia-Pacific region every six months. TEL 32 was held in Seoul in September 2005.

Canada will host APEC TEL 33 in Calgary. The meeting is expected to attract approximately 250 international delegates, plus 100 Canadian delegates from across government and industry. There is no charge for participants to attend meetings.

The U.S. delegation hopes to attract increased U.S. private sector participation in this session because the proximity is very convenient. This is a valuable forum not only for companies to make their voices heard on policy issues affecting the APEC region, but also to cultivate business opportunities with the delegates from the other economies.

Highlights of APEC TEL 33 include:

- A business roundtable, "Telecommunication And Information Industry Futures"
- A regulatory roundtable on VoIP and Fixed-Mobile Convergence
- Workshops and symposiums on hot topics like spam, broadband, and wireless security
- Opportunities to network with and influence key dignitaries and business representatives from 21 economies in the Asia Pacific region

Analytica 2006

April 25-28

Munich, Germany

Contact: Jeanne Townsend, Baltimore USEAC, at 410-962-4539 or Jeanne.Townsend@mail.doc.gov

Analytica has established itself as an internationally unique trade fair for marketable processes, products, applications and services for the entire range of laboratory uses. Besides focusing on the latest industry trends, its objective is to depict the entire value-added chain in these application fields. The broad-based exhibition program covers the fields of instrumental analysis, biotechnology, diagnostics, laboratory technology, measuring and testing technology and quality control. What distinguishes Analytica from the other trade shows is the fact that it is a recognized character as leading exhibition, it completely depicts value-added chain for laboratories in industry and research, it contains an international mix: 36% of all exhibitors and 30% of all visitors come from countries other than Germany, it is increasingly important as an exhibition platform for Biotechnology and life sciences, it is a platform for the exchange of information and transfer of know - how in the Analytica Conference and Analytica Forum, and it focuses on growth segments such as bioprocess technology and laboratory automation.

Food Expo 2006

May 2006

Kazakhstan

For additional information Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or
Alexander.Amdur@mail.doc.gov

Food Expo 2006 is the largest and most internationally focused food and agro industry event in Central Asia. This trade show is co-located with Consumer Expo 2006, a significant regional event in Kazakhstan's consumer goods sector. As the government of Kazakhstan moves to promote diversification of its economy into the non-oil sector, and interest by its citizens in foreign food products increases, U.S. suppliers will find a growing market for their technologies and products. U.S. Commercial Service in Almaty will host a product literature center, at this trade show, which will offer U.S. companies a low-cost, yet effective, opportunity to explore Kazakhstan's market for imported food products. Besides staffing the booth and receiving and passing on, qualified inquiries on behalf of U.S. clients, the U.S. Commercial Service in Almaty also will translate participants' product information summaries into Russian. After the event, participants will receive reports on qualified trade leads and useful market insights.

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Rebuild Iraq 2006

Certified Trade Fair

May 8-11, 2006

Amman, Jordan

Contact: Alexander Amdur, Baltimore USEAC, at
Alexander.Amdur@mail.doc.gov

The third annual Rebuild Iraq 2006 will bring together buyers, manufacturers, suppliers, contractors and specifiers, giving them direct access to decision makers, project directors, government officials and a variety of people who are involved in the economic rebirth of Iraq. This will be an opportunity to evaluate first hand the trade and investment opportunities that Iraq has to offer. Prime U.S., British and other international contractors and regional subcontractors -- who are the leading buyers in Middle East markets -- will attend.

Libya Build 2006

May 8-11, 2006

Tripoli, Libya – Tripoli International Fair

Contact: Alexander Amdur, Alexander.Amdur@mail.doc.gov

Libya is attempting to become the “gateway to African trade”, according to the U.S. Commercial Service in Tripoli, Libya, and offers U.S. companies a prime location to centralize product distribution throughout Africa. LIBYA BUILD 2006 offers U.S. companies an excellent opportunity to promote the latest in building products and services in a market that is set for growth.

With this in mind, the U.S. Commercial Service of the U.S. Department of Commerce has granted LIBYA BUILD 2006 its Trade Fair Certification status, supporting a U.S. Pavilion for export oriented companies of all sizes. Trade Fair Certification assures the LIBYA BUILD 2006 exhibition of U.S. Commercial Service support in Libya. Companies exhibiting in the U.S. Pavilion have an excellent venue to establish or expand overseas distribution, generate sales leads, meet with existing clients, and work with Commerce trade experts to find the right buyers and partners.

SVIAZ/EXPO COMM Moscow 2006

May 10-13, 2006

Moscow, Russia

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4539 or Bryan.Larson@mail.doc.gov

More than 72,000 attendees visited the 872 exhibiting companies from 33 countries during SVIAZ/EXPO COMM MOSCOW 2005. These individuals included manufacturers from the CIS and Baltic States showcasing their latest technologies and products in the fields of telecommunications, networking, wireless technologies, Internet, satellite, computers and peripherals, broadcasting and electronics on nearly 26,000 square meters of show floor at SVIAZ/EXPO COMM MOSCOW. In 2006, with the addition of the new USA Pavilion, you will have an even greater opportunity to exhibit your U.S. telecommunications and IT products.

Information and Communication Technologies (ICT) Trade Mission

May 14-19, 2006

Hong Kong & Singapore

For more information visit:

<http://www.buyusa.gov/oakland/hongkongtrademission.html>

The U.S. Department of Commerce, International Trade Administration, U.S. Commercial Service is organizing an Information and Communication Technologies (ICT) Trade Mission to Hong Kong and Singapore to help U.S. firms find business partners and sell ICT products and services in Southeast Asia. Participants will be encouraged to explore additional opportunities in Malaysia (Kuala Lumpur) and Vietnam (Hanoi or Ho Chi Minh City), which are offered as optional follow-on stops.

Healthcare Trade Mission AND Trade Show

May 22-27, 2005

Athens, Greece; Zagreb, Croatia; Bologna, Italy

Contact: Bill Kutson, U.S. Commercial Service, at 202-482-2839 or William.Kutson@mail.doc.gov

Are you looking to grow your exports? Mark your calendar and join the U.S. Department of Commerce's Healthcare Trade Mission to meet with prospective distributors, resellers, and strategic partners. This mission also offers:

- One-on-one appointments in all three markets
- Your own turnkey booth at Exposanita, Italy's premier trade fair and the second largest medical trade show in the European Union
- Broad range of healthcare products and services promoted, including products in the IT-healthcare sector, a burgeoning area in all three markets
- Industry experts in each host country will bring high-quality business contacts to meet with you.

China Elecomm 2006

May 23-26, 2006

Shanghai, China

For more information visit: <http://www.eleptchina.com>.

The U.S. Commercial Service is pleased to invite American Information and Communications Technology (ICT) suppliers to participate in the U.S. pavilion at CHINA ELECOMM 2006. The 2006 show, with a track record of 13 years, is one of the most established events of its kind in Asia, showcasing an extensive array of companies dealing in telecommunication technologies, services, etc. We believe that the Chinese ICT market holds great promise for U.S. exporters. The best export opportunities for U.S. technology companies are in mobile communications, with a focus on network expansion and optimization, next generation networks (NGN), broadband, multiple service platforms, and wireless and wire-line based new value-added services.

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BioMed Israel 2006

May 29-31, 2006

Contact: Yael Torres, yael.torres@mail.doc.gov or 972-3-510-7611

For more information, visit:

http://www.kenes.com/biomed/con_tt.asp

<http://www.kenes.com/biomed/exhibitors.asp>

BioMed provides a platform for researchers and companies to showcase their latest technology and to meet with potential partners and investors from Israel and abroad. The Israeli Life Science Industry is young and exuberant. Of the existing 557 companies approximately 175 are at the seed stage, 65 companies are at the preclinical stage and 93 are at the clinical stage, making Israel the ideal place for strategic collaboration and commercial opportunities.

Representatives of U.S. bio and medical technology firms that are looking to partner with or invest in a new technology; venture capital and angel funds, researchers from the academia and managers of technology funds.

Who Should Participate in the U.S. Product Literature Pavilion?

1. Manufacturers and exporters of scientific products used in life science research & development.
2. Manufacturers of equipment and industrial components that serve the medical industry.
3. Companies with products and services in the following fields that are of professional interest to the conference attendees:

- Gene therapy, vaccines
- Computer aided drug discovery & bioinformatics, including functional genomics
- Nano biotechnology & bioelectronics
- Bio products, development and enabling technologies
- Laboratory equipment and instruments
- Financial services for the industry
- Technical services for the industry

Building 2006

June 5-8, 2006

Tel Aviv, Israel

For more information visit:

<http://www.buyusa.gov/israel/en/buildingshow.html>

Contact: CS, Alan Wielunski, alan.wielunski@mail.doc.gov

If you are a U.S. manufacturer or exporter of Building Materials, or if you officially represent an American exporter, the U.S. Commercial Service at the American Embassy in Tel Aviv has an interesting opportunity for you. We are organizing a catalog show for U.S. exporters at Building 2006, June 5-8, 2006, at the Tel Aviv Fairgrounds. This is an extremely low-cost, yet effective way for you to evaluate interest in your product or service in Israel.

Exposalud 2006

June 15-17, 2006

Santiago, Chile

For further information visit: www.exposalud.cl

Contact: Jeanne Townsend, Jeanne.Townsend@mail.doc.gov

Exhibition is targeted to suppliers of technology, machinery, equipment, products and services for the health professionals, government agencies, scientific societies, guild associations, clinics, hospitals, universities, research centers, publications, support services to the healthcare sector, health engineering, rehabilitation centers, homecare and hospital care.

This fair brings together doctors, surgeons, nurses, paramedics, dentists, laboratory technicians, health managers, hospital clerks, public sector officials, academics and medicine students. Among products exhibited there will be medical instruments and equipment including diagnosis, therapeutics, rehabilitation and institutional products; for patient comfort products, nursing, medications and nutritional supplies. During Exposalud 2006 a variety of scientific and cultural activities will take place.

Study USA 2006 Fair

June 21, 22, and 25, 2006

Tel Aviv Fairground, Israel

For more information visit:

<http://www.buyusa.gov/israel/en/studyusa.html>

Contact: CS Alan Wielunski, alan.wielunski@mail.doc.gov

The U.S. Commercial Service at the American Embassy in Israel is organizing a "Study USA" Fair this coming June 21, 22 and 25, 2006 at the Tel Aviv Fairgrounds. The event is being organized in conjunction with the Israel Studies Exhibition, which attracts a captive audience of 28,000 prospective students!

Did you know that there are more students studying in the United States from Israel than any other country in the Middle East – more than the UAE and Egypt! Israeli students represent a distinct opportunity for accredited American post-secondary educational institutions. In 2004-5 there were 3,500 Israeli students studying in the United States and in 2005 more than 25,000 Israelis requested information about studying in the United States.

SPORTING GOODS ISPO - Summer 2006

July 16-18, 2006

Munich, Germany

Contact: Amanda Ayvaz, Amanda.Ayvaz@mail.doc.gov or

202-482-0338 and Bernd Kietz, Bernd.Kietz@mail.doc.gov

For more information, visit: <http://www.ispo.com>

The U.S. Department of Commerce's Office of Consumer Goods, in conjunction with the U.S. Commercial Service in Munich, Germany, will sponsor a U.S. Product Literature/Sample Center at the ISPO Summer 2006 trade show, July 16-18, 2006, in Munich.

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ISPO, as Europe's leading sporting goods show, is an excellent venue in which to pursue expanding your sporting goods business internationally, and the Commerce Department's Product Center is the right place within ISPO to gain high-quality, low-cost exposure for your American-made products.

ISPO's major product categories include all kinds of sporting equipment, apparel, accessories, and other sports-related products. The trade show's visitors consist of retail and wholesale sporting goods buyers from all over the world. U.S. sporting goods companies interested in gaining valuable exposure in Europe will not want to miss this opportunity. Foreign sales opportunities for U.S. sporting goods companies have been expanding, with U.S. sports equipment exports growing 5 percent in 2005 over the same period in 2004. ISPO, held annually, is an event with over 1,200 exhibitors with 2,500 name brand products and attracts more than 20,000 trade visitors. It has become recognized as a key event that fuels Europe's sporting goods market.

Germany is Europe's largest sporting goods equipment market and a very sports-minded country. There are no fewer than 86,000 clubs, with 26 million members, associated with the "Deutscher Sportbund" (German Sports Federation). It is through the programs of these clubs, rather than school programs as in the United States, that the nation's elite athletes rise to the top.

Access Eastern Mediterranean (AEM) Program

To be launched on September 1, 2006

Egypt, Israel, Jordan, Lebanon, Morocco, Turkey and West Bank

For more details visit:

<http://www.buyusa.gov/easternmed/ict06.html>

The U.S. Commercial Service at the American Embassies wants to U.S. ICT companies to participate in the Access Eastern Mediterranean (AEM) program. The AEM is a good tool to explore sales opportunities in seven markets. Online registration is currently available.

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